

% Recovered	TFR Increased Income	Payable to GSS
20%	R105 Million	R52 Million
30%	R158 Million	R79 Million
40%	R210 Million	R105 Million
50%	R263 Million	R131 Million
100%	R526 Million	R263 Million

Quantifying the Business Value

Increased Demurrage Raised

New Demurrage Raised less Baseline 2014 figures = Net Increase

TFR agrees to pay X% of incremental Demurrage Raised to GSS

Quantified Early Placement

Wagon days lost due to early placement (currently not quantified)

Agree on Rand rate per wagon day lost

TFR agrees to pay X% of Quantified Early Placement to GSS

Quantified Late Collection

Wagon days lost due to late collection (currently not quantified)

Agree on Rand Rate per wagon Day Lost

TFR agrees to pay X% of Late Collection to GSS